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Middle-Market Companies Monetize Real Estate in Sale Leaseback Transactions to Meet Financial Objectives

AIC Ventures Launches Eighth Fund with two acquisitions

AUSTIN, TX (January 4, 2009) - AIC Ventures, L.P., an investment fund manager providing alternative finance solutions to middle-market companies nationwide, has completed two industrial sale leaseback transactions. The acquisitions totaled over one hundred thousand square feet of distribution and light manufacturing space. AIC Ventures acquired a 60,000 square foot industrial facility near Pittsburgh, Pennsylvania from Bacharach, Inc., a company owned by private equity firm PNC Equity Partners. The company is a leader in the design, manufacture, and service of equipment for the measurement and detection of gases and liquids. In an unrelated transaction, AIC acquired a 40,000 square foot distribution facility in the San Diego, California area from a middle market company.

"Sophisticated firms, such as Bacharach and PNC Equity, have positioned themselves to take advantage of an opportune time to grow their businesses and gain market share. We are pleased to provide these companies with capital resources that can complement those supplied by traditional lenders," said Luis Medina, Senior Vice President, AIC Ventures. "Middle Market firms can grow ahead of the the economy by using assets already on their balance sheet, such as real estate, to fund new equipment, inventory and provide capital to acquire competitors or fund new business lines."

In the last 18 months, AIC Ventures has acquired \$240 million of commercial real estate assets with its Fund VII and its newly launched Fund VIII. In each transaction, AIC completed the acquisition at originally contracted terms. The capital infusion is used by companies for a variety of reasons: to fund a dividend recapitalization, to strengthen their balance sheet, or fund growth initiatives. AIC sale leaseback financings offer companies capital with fewer restrictions and more flexibility than traditional bank lending and sale leasebacks offer sellers capital free of restrictions typical of alternative financing options.

About AIC Ventures

AIC Ventures is a leading provider of capital to middle-market companies. With nearly \$1 billion in completed transactions, AIC Ventures structures innovative corporate finance solutions for companies facing limited, short-term or expensive alternatives for capital. The company has closed 115 transactions in 28 states. Whether sellers need to close quickly, have private equity interests, environmental or other challenges, AIC Ventures can help. For more information, visit www.AICVentures.com.



About PNC Equity Partners

PNC Equity Partners was founded in 1982 as the private equity affiliate of PNC Financial Services Group, one of the largest banking and financial services companies in the United States. PNC Equity Partners has invested nearly \$1 billion in over 100 companies since then with a long track record of successful results.

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